Amendments to the Claims:

This listing of claims will replace all prior versions, and listings of claims in the application:

Listing of Claims:

1.   (Currently amended) A ~~computer-implemented~~ method for ~~a salesperson to track and identify~~ discovering sales opportunities within a sales territory ~~over a network~~, the method comprising:

      ~~receiving, at one or more computer systems hosting a network-based sales territory planning and targeting tool, information regarding needs of~~ identifying, for each customer in a set of one or more customers within the sales territory, a first set of products and/or services for the customer, wherein each product or service in the first set of products and/or services of the customer is identified as satisfying one or more needs of the ~~customers of a salesperson within a sales territory~~;

      ~~receiving, at the one or more computer systems hosting the network-based sales territory planning and targeting tool, information regarding an install base of~~ identifying, for each customer in the set of customers within the sales territory, a second set of products and/or services [[of]] for the customer[[s]], ~~the install base information including origination information~~ wherein the second set of products and/or services identifies a provider entity for each product or service in the second set of products and/or services determined to be currently or formerly installed at a customer site of the customer or to be currently or formerly in use by the customer ~~indicating those products and/or services that originate from an employer of the salesperson and those products and/or services that originate from competitors of the salesperson's employer~~;

      determining, with one or more processors associated with one or more computer systems, sales opportunities within the sales territory that indicate at least one of:

        a third set of products and/or services offered for sale by at least one salesperson associated with the sales territory that satisfy one or more customer needs,

24   the third set of products and/or services determined based on a match with one or more

25   products and/or services from the first set of products and/or services of at least one

26   customer in the set of customers within the sales territory, and

27   a fourth set of products and/or services offered for sale by at least one

28   salesperson associated with the sales territory that the customers are likely to consider

29   purchasing, the fourth set of products and/or services determined based on a match with

30   one or more products and/or services from the second set of products and/or services of at

31   least one customer in the set of customers within the sales territory;

32   generating, with one or more processors associated with the one or more

33   computer systems hosting the network-based sales territory planning and targeting tool,

34   information based on the customers' needs and install base information tagging as sales

35   opportunities those products and/or services offered for sale by the salesperson that match the

36   customers' needs and those products and/or services of the customers' install base of products

37   and/or services offered by the salesperson that the customers are likely to consider purchasing;

38   generating, with the one or more processors associated with the one or more

39   computer systems hosting the network-based sales territory planning and targeting tool,

40   information based on the customers' needs and the install base information tagging areas where

41   the salesperson should gather additional install base information as unknown;

42   storing the customers' needs information, the customers' install base information,

43   the information tagging as sales opportunities those products and/or services offered for sale by

44   the salesperson that match the customers' needs and those products and/or services of the

45   customers' install base of products and/or services offered by the salesperson that the customers

46   are likely to consider purchasing, and the information tagging areas where the salesperson should

47   gather additional install base information as unknown in a central database associated with the

48   one or more computer systems hosting the network-based sales territory planning and targeting

49   tool;

50   generating, with the one or more processors associated with the one or more

51   computer systems hosting the network-based sales territory planning and targeting tool,

52   information configured for displaying a first user interface on a computer coupled to a network,

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53 the first user interface having visual elements that enable the salesperson to formulate searches of

54 the central database according to selected ones of a plurality of formulating a search based at

55 least in part on a selection of one or more parameters related to the customers within the sales

56 territory in the salesperson's sales network and [[the]] products and/or services offered for sale

57 by [[the]] a given salesperson; and

58   receiving, at the one or more computer systems hosting the network-based sales

59 territory planning and targeting tool, a search formulated via the first user interface specifying a

60 first parameter requesting the products and/or services offered for sale by the salesperson tagged

61 as sales opportunities and a second parameter requesting areas where the salesperson should

62 gather additional install base information tagged as unknown;

63   receiving, at the one or more computer systems hosting the network-based sales

64 territory planning and targeting tool, results of applying the search to the central database; and

65   generating in response to receiving the results of the search, with the one or more

66 processors associated with the one or more computer systems hosting the network-based sales

67 territory planning and targeting tool, information configured for displaying a second user

68 interface on a computer coupled to the network, the second user interface configured according

69 to the search with a tabular worksheet organized across to be displayed to the given salesperson

70 for the customers in the salesperson's sales territory and the products and/or services offered for

71 sale by the salesperson, entries in the tabular worksheet including, the results of the search

72 including at least the determined tagged sales opportunities, the first set of products and/or

73 services for each customer, and the second set of products and/or services for each customer, the

74 customers' install base of products and/or services, the origination information, and the tagged

75 unknown information.

1   2.   (Currently Amended) The computer-implemented method of claim 1,

2 wherein generating the results of the search to be displayed to the given salesperson further

3 comprises comprising generating, with the one or more processors associated with the one or

4 more computer system, information generating a tabular worksheet organized across the

5 customers and the products and/or services offered for sale by the given salesperson, entries of

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6   the tabular worksheet being visually coded ~~that visually codes entries in the tabular worksheet of~~

7   ~~the second user interface~~ according to whether the entries are ~~tagged as~~ the determined sales

8   opportunities, whether the entries represent the second set of products/services ~~originate from the~~

9   ~~sales representative's employer or a competitor,~~ or whether the entries represent unknown

10 information.

        3.   (Canceled)

1   4.   (Currently Amended) The ~~computer-implemented~~ method of claim 1,

2   further comprising:

3   receiving, ~~at the one or more computer systems hosting the network-based sales~~

4   ~~territory planning and targeting tool,~~ information specifying a sales hierarchy of the given

5   salesperson's employer, each role in the sales hierarchy having a set of predetermined rights and

6   responsibilities; and

7   wherein the results of the search to be displayed to the given salesperson

8   ~~information stored on the central database~~ is selectively accessible ~~via the visual elements of the~~

9   ~~first user interface~~ according to a role of the given salesperson defined in the sales hierarchy of

10 the given salesperson's employer.

1   5.   (Currently Amended) The ~~computer-implemented~~ method of claim [[1]]

2   2, further comprising:

3   receiving, ~~at the one or more computer systems hosting the network-based sales~~

4   ~~territory planning and targeting tool,~~ information provided by the given salesperson's manager

5   defining the tabular worksheet for the given salesperson; and

6   wherein generating the results of the search to be displayed to the given

7   salesperson ~~information configured for displaying the second user interface~~ comprises generating

8   the results of the search to be displayed to the given salesperson ~~information configured for~~

9   ~~displaying the second user interface~~ based on the information provided by the given

10 salesperson's manager defining the tabular worksheet for the given salesperson.

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1   6.   (Currently Amended) The ~~computer-implemented~~ method of claim 5,

2 wherein the search is carried out for at least one parameter selected from customer, region,

3 industry, product, service, origination information and unknown information.

1   7.   (Currently Amended) The ~~computer-implemented~~ method of claim [[1]]

2 <u>2</u>, further comprising:

3   receiving~~, at the one or more computer systems hosting the network-based sales~~

4 ~~territory planning and targeting tool,~~ information provided by a manager of the <u>given</u> salesperson

5 defining the tabular worksheet for the salesperson; and

6   customizing~~, with the one or more processors associated with the one or more~~

7 ~~computer systems hosting the network-based sales territory planning and targeting tool,~~ an

8 appearance and ordering of the entries within the tabular worksheet based on the information

9 provided by the manager of the <u>given</u> salesperson.

1   8.   (Currently Amended) A non-transitory information storage medium

2 storing <u>computer-executable code for discovering</u> ~~a network-based software application~~

3 ~~configured to enable a salesperson to track and identify~~ sales opportunities within a sales

4 territory ~~over a network,~~ the <u>non-transitory</u> information storage medium comprising:

5   code configured to <u>identify, for each customer in a set of one or more customers</u>

6 <u>within the sales territory, a first set of products and/or services for the customer, wherein each</u>

7 <u>product or service in the first set of products and/or services of the customer is identified as</u>

8 <u>satisfying one or more needs of the customer</u> ~~store customer information in a central database,~~

9 ~~the customer information including information regarding customers' needs and information~~

10 ~~regarding an install base of products and/or services of the customers, the install base~~

11 ~~information including origination information indicating those products and/or services that~~

12 ~~originate from an employer of the salesperson and those products and/or services that originate~~

13 ~~from competitors of the salesperson's employer;~~

14   <u>code configured to identify, for each customer in the set of one or more customers</u>

15 <u>within the sales territory, a second set of provided products and/or services for the customer,</u>

16 including identifying a provider entity for each provided products and/or services, wherein the

17 second set of products and/or services identifies a provider entity for each product or service in

18 the second set of products and/or services determined to be currently or formerly installed at a

19 customer site of the customer or to be currently or formerly in use by the customer;

20   code configured to determine ~~tag as~~ sales opportunities within the sales territory

21 that indicate at least one of:

22   a third set of products and/or services offered for sale by at least one

23   salesperson associated with the sales territory that satisfy one or more customer needs,

24   the third set of products and/or services determined based on a match with one or more

25   products and/or services from the first set of products and/or services of at least one

26   customer in the set of customers within the sales territory, and

27   a fourth set of products and/or services offered for sale by at least one

28   salesperson associated with the sales territory that the customers are likely to consider

29   purchasing, the fourth set of products and/or services determined based on a match with

30   one or more products and/or services from the second set of products and/or services of at

31   least one customer in the set of customers within the sales territory ~~the customer~~

32   ~~information corresponding to those products and/or services offered for sale by the sales~~

33   ~~representative that match the customers' needs and those products and/or services of the~~

34   ~~customers' install base of products and/or services offered by the sales representative that~~

35   ~~the customers are likely to consider purchasing;~~

36   ~~code configured to tag as unknown areas where the salesperson should gather~~

37 ~~additional install base information;~~

38   ~~code configured to store in the central database the information tagging as sales~~

39 ~~opportunities those products and/or services offered for sale by the salesperson that match the~~

40 ~~customers' needs and those products and/or services of the customers' install base of products~~

41 ~~and/or services offered by the salesperson that the customers are likely to consider purchasing~~

42 ~~and the tagging information tagging areas where the salesperson should gather additional install~~

43 ~~base information as unknown;~~

44   code configured to ~~generate a first user interface having visual elements that~~

45   ~~enable the salesperson to~~ formulate <u>a search based at least in part on a selection of one or more</u>

46   ~~searches of the central database according to selected ones of a plurality of~~ parameters related to

47   <u>the</u> customers <u>within the sales territory</u> ~~in the salesperson's sales network~~ and [[the]] products

48   and/or services for sale by [[the]] <u>a given</u> salesperson; <u>and</u>

49   code configured to generate <u>results of the search to be displayed to the given</u>

50   <u>salesperson for the customers, the results of the search including at least the determined sales</u>

51   <u>opportunities, the first set of products and/or services, and the second set of products and/or</u>

52   <u>services</u> ~~a second user interface in response to results of a search formulated via the first user~~

53   ~~interface specifying a first parameter requesting the products and/or services offered for sale by~~

54   ~~the salesperson tagged as sales opportunities and a second parameter requesting areas where the~~

55   ~~salesperson should gather additional install base information tagged as unknown, the second user~~

56   ~~interface configured according to the search with a tabular worksheet organized across the~~

57   ~~customers in the salesperson's sales territory and the products and/or services offered for sale by~~

58   ~~the salesperson, entries in the tabular worksheet including at least the tagged sales opportunities,~~

59   ~~the customers' install base of products and/or services, the origination information, and the~~

60   ~~tagged unknown information.~~

1   9.   (Currently Amended) The <u>non-transitory</u> information storage medium of

2   claim 8, <u>wherein generating the results of the search to be displayed to the given salesperson</u>

3   <u>further</u> <u>comprises</u> ~~comprising code for visually coding entries in the~~ <u>generating a</u> tabular

4   worksheet <u>organized across the customers and the products and/or services offered for sale by</u>

5   <u>the given salesperson, entries of the tabular worksheet being visually coded</u> according to whether

6   the entries in the tabular worksheet ~~of the second user interface~~ are ~~tagged as~~ <u>the determined</u>

7   sales opportunities, whether the entries <u>represent the second set of products/services</u> ~~originate~~

8   ~~from the sales representative's employer or a competitor~~, or whether the entries represent

9   unknown information.

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1   10.   (Currently Amended) The <u>non-transitory</u> information storage medium of

2   claim 9, wherein the code for <u>generating the tabular worksheet</u> ~~visually coding entries~~ is

3   configured to provide the entries in the tabular worksheet in a color-coded format.

1   11.   (Currently Amended) The <u>non-transitory</u> information storage medium of

2   claim 8, further comprising:

3   code configured to receive information specifying a sales hierarchy of the <u>given</u>

4   salesperson's employer, each role in the sales hierarchy having a set of predetermined rights and

5   responsibilities; and

6   wherein the code configured to generate <u>the results of the search to be displayed</u>

7   <u>to the given salesperson further comprises code for</u> ~~the first user interface is further configured to~~

8   ~~render the customer information~~ selectively accessing[[ble]] ~~via the~~ visual elements of the

9   <u>tabular worksheet</u> ~~first user interface~~ according to a role of the <u>given</u> salesperson defined in the

10 sales hierarchy of the <u>given</u> salesperson's employer.

1   12.   (Currently Amended) The <u>non-transitory</u> information storage medium of

2   claim [[8]] <u>9</u>, further comprising:

3   code configured to receive information provided by the <u>given</u> salesperson's

4   manager defining the tabular worksheet for the <u>given</u> salesperson; and

5   wherein the code configured to generate <u>the results of the search to be displayed</u>

6   <u>to the given salesperson further</u> ~~the second user interface~~ comprises code configured to generate

7   <u>the result of the search to be displayed to the given salesperson</u> ~~the second user interface~~ based

8   on the information provided by the <u>given</u> salesperson's manager defining the tabular worksheet

9   for the <u>given</u> salesperson.

1   13.   (Currently amended) The <u>non-transitory</u> information storage medium of

2   claim 12, further including code configured to carry out the search for at least one parameter

3   selected from customer, region, industry, product, service, origination information and unknown

4   information.

1   14.   (Currently Amended) The <u>non-transitory</u> information storage medium of

2 claim [[8]] 9, further comprising:

3   code configured to receive information provided by a manager of the <u>given</u>

4 salesperson defining the tabular worksheet for the <u>given</u> salesperson; and

5   code configured to customize an appearance and ordering of the entries within the

6 ~~provided~~ tabular worksheet based on the information provided by the manager of the <u>given</u>

7 salesperson.